

Message Text

UNCLASSIFIED

PAGE 01 MANILA 14185 030924Z

13

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 RSC-01 /019 W

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R 030720Z DEC 74

FM AMEMBASSY MANILA

TO USDOC WASHDC

INFO SECSTATE WASHDC 8811

AMEMBASSY SINGAPORE

UNCLAS MANILA 14185

E.O. 11652: N/A

TAGS: BEXP, RP

SUBJ: PROCESS CONTROLS USA, MANILA -- PROCUREMENT

REF USDOC 17202 AND MANILA 13207

1. GILBARCO PHILIPPINES' SEARCH FOR APPROPRIATE PUMP LINE FURNISHES OPPORTUNITY FOR RECRUITING WEINMAN PUMP COMPANY FOR SUBJECT SHOW. GILBARCO MANAGER REUBEN M. VALERIO WROTE OCTOBER 1 TO WEINMAN ASKING FOR DISTRIBUTORSHIP, STATING ITS READINESS TO CARRY INVENTORIES OF \$40,000 TO \$50,000 WORTH OF CENTRIFUGALS. SINCE VALERIO HAS NOT RECEIVED REPLY HE HAS ASKED US FOR ASSISTANCE WHICH WE HAVE ALREADY DONE BY LETTER DIRECT TO WEINMAN PUMP CO.

2. GILBARCO, AS COMMERCE AWARE, IS LEADING MANUFACTURER IN U.S. OF GASOLINE PUMPS AND LOCAL BRANCH OF AUSTRALIAN SUBSIDIARY IS ACTIVE AND AGGRESSIVE. IT BELIEVES CENTRIFUGAL MARKET IS VERY GOOD. TRADE STATISTICS SHOW THAT 1973 IMPORTS OF PUMPS OF ALL TYPES TOTAL \$2.4 MILLION WHILE PARTS THEREOF AND NES WERE AN ADDITIONAL \$2.2 MILLION.

3. SUGGEST THAT OIM CONVEY GILBARCO PHILIPPINES' INTEREST TO WEINMAN AND ALSO SEEK TO RECRUIT WEINMAN FOR APRIL SHOW. NAME AND ADDRESS ARE:

WEINMAN PUMP COMPANY

EXPORT DEPARTMENT

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290 SPRUCE STREET

COLUMBUS, OHIO 43215
SULLIVAN

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NNN

Message Attributes

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Capture Date: 01 JAN 1994
Channel Indicators: n/a
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Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
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